

Message Text

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PAGE 01 LAGOS 01239 01 OF 02 121642Z

41

ACTION AF-18

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R 121532Z FEB 74

FM AMEMBASSY LAGOS

TO USDOC

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LIMITED OFFICIAL USE SECTION 1 OF 2 LAGOS 1239

E.O. 11652: N/A

TAGS: ENRG, EIND, BPRO, NI

SUBJ: ENERGY: US FIRMS' INTEREST IN NIGERIAN PETROCHEMICAL
PROJECTS

REF: LAGOS 1181

1. THIS TELEGRAM PROVIDES ANNOTATED LIST OF US FIRMS KNOWN BY EMBASSY TO BE INTERESTED IN NIGERIAN LIQUIFIED NATURAL GAS, LIQUIFIED PETROLEUM GAS, REFINING, AND OTHER PETROCHEMICAL PROJECTS. THE LIST IS INTENDED TO HELP THE DEPARTMENTS OF STATE AND COMMERCE ASSESS POSSIBILITY OF PETROCHEMICAL SALES SEMINAR (REFTEL). IT CONTAINS PRIVILEGED COMMERCIAL INFORMATION WHICH MUST UNDER NO CIRCUMSTANCES BE PUBLISHED AND SHOULD BE DISCUSSED WITH THE INDIVIDUAL FIRMS ONLY WITH DISCRETION.

2. POTENTIAL INVESTORS:

--CRUTCHER RESOURCES CORPORATION: HAS THREE SUBSIDIARIES IN NIGERIA, INCLUDING GUADALUPE GAS PRODUCTS CORPORATION WHICH IS JOINT VENTURE PARTNER OF FMG IN MORIBUND LPG PROJECT. SEE SEPTEL.

--DOW CHEMICAL CORPORATION: PARTNER OF CRUTCHER RESOURCES (Q.V.) IN LPG PROJECT, PROPOSED TO MANUFACTURE ETHYLENE FROM TAILGAS.

--GENERAL AMERICAN TRANSPORTATION CORP: REPRESENTED ON
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PAGE 02 LAGOS 01239 01 OF 02 121642Z

PORT MANAGEMENT SEMINAR MISSION 10/73, INTERESTED IN TERMINAL

OWNERSHIP AND OPERATION.

--B.F. GOODRICH CHEMICAL COMPANY: INTERESTED IN PVC PLANT, WORKING WITH FOSTER WHEELER (Q.V.) LAST EMBASSY CONTACT DECEMBER 1973.

--GULF OIL COMPANY: HAS PENDING PROPOSAL FOR LNG PROJECT USING GAS FROM AREA OF EXISTING OIL PRODUCTION, LAST EMBASSY CONTACT 2/12/74.

--RAY HEFFNER: INDEPENDENT OKLAHOMA OILMAN CURRENTLY PROMOTING METHANOL PROJECT WITH NIGERIAN PARTNERS (NIGER GAS).

--HERCULES INCORPORATED: INTERESTED IN EVENTUAL PETRO-CHEMICAL INVESTMENT, LAST EMBASSY CONTACT 1/25/74.

--OCCIDENTAL PETROLEUM CO: ALREADY ACTIVE IN PETROLEUM EXPLORATION AND HOTEL CONSTRUCTION, PROPOSED LNG PROJECT AT ONE TIME, BUT EMBASSY UNAWARE ITS PRESENT STATUS.

--PHILLIPS OIL COMPANY: HAS PENDING PROPOSAL FOR LNG PROJECT IN PARTNERSHIP WITH ENI (AGIP) USING GAS FROM AREA OF EXISTING OIL PRODUCTION, LAST EMBASSY CONTACT 2/1/74.

--TENNECO CORPORATION: EXPLORED MANY YEARS FOR NIGERIA OIL, RETAINS CONCESSION RIGHTS OPERATED BY MOBIL OIL, HAS PENDING PROPOSAL FOR LNG PROJECT.

--LEON TEMPELSMAN AND SON, INC: ONETIME INTEREST IN LNG PROJECTS, LAST EMBASSY CONTACT 11/13/72.

--TEXFEL PETROLEUM CORPORATION: HAS PENDING PROPOSAL FOR LNG PROJECT, LAST EMBASSY CONTACT 1/29/74.

3. INTERESTED ENGINEERING, CONSTRUCTION AND ADVISORY FIRMS:

--THE BADGER COMPANY: KNOWN TO BE INTERESTED IN SECOND REFINERY, NO DIRECT EMBASSY CONTACT.

--BECHTEL INCORPORATED: ALREADY CONDUCTING ENGINEERING SURVEYS LIMITED OFFICIAL USE

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PAGE 03 LAGOS 01239 01 OF 02 121642Z

FOR GULF LNG PROPOSAL (Q.V.), POSSIBLY ALSO INTERESTED IN SECOND REFINERY, AND OTHER PROJECTS, LAST EMBASSY CONTACT 2/11/74.

--BROWN AND ROOT: ALREADY OPERATES CONSTRUCTION YARD IN PORT HARCOURT IN PARTNERSHIP WITH GEORGE WIMPEY AND CO. (UK).

--CBI CONSTRUCTORS INC: FORMERLY CHICAGO BRIDGE AND IRON,

INTERESTED IN CONSTRUCTING TANKS AND STRUCTURES FOR ANY OF THE
PETROCHEMICAL PROJECTS, LAST EMBASSY CONTACT (WITH UK SUBSIDIARY)
12/13/73.

--CHEMICO: RECENTLY COMPLETED NITROGENOUS FERTILIZER FEASIBILITY
STUDY, PURSUING SECOND REFINERY AND OTHER PROJECTS, LAST IN
CONTACT WITH EMBASSY 1/26/74.

--FLUOR INTERNATIONAL, INC: HAS MADE SEVERAL VISITS TO
INVESTIGATE VARIOUS PROJECTS, LAST EMBASSY CONTACT 10/13/72.

-FOSTER WHEELER CORPORATION: HAS DONE PETROCHEMICAL INDUSTRIES
FEASIBILITY STUDY FOR FMG, INTERESTED IN VARIOUS PROJECTS,
CURRENTLY SETTING UP LAGOS OFFICE OF UK SUBSIDIARY.

--FREDERICK R. HARRIS, INC: INTERESTED IN ENGINEERING AND DESIGN
WORK, ESPECIALLY PORTS, LAST EMBASSY CONTACT 1/18/74.

--GAS DEVELOPMENTS CORPORATION: A SUBSIDIARY OF INSTITUTE OF GAS
TECHNOLOGY, HAS PROPOSED VARIOUS GAS, LNG, AND TRAINING STUDIES
TO FMG.

--INTERNATIONAL PETROLEUM PLANNING CO: PITTSBURG-BASED CONSULTING
FIRM REPRESENTING UNNAMED US FERTILIZER COMPANY CURRENTLY
INVESTIGATING INVESTMENT POSSIBILITIES, LAST EMBASSY CONTACT 12/6/73.

--INTERNATIONAL SYSTEMS AND CONTROLS: HAS PENDING PROPOSAL FOR
LNG PROJECT AND IS FOLLOWING SECOND REFINERY AND OTHER PROJECTS
THROUGH UK SUBSIDIARY (PRITCHARD-RHODES), NOT NECESSARILY US
SUBSIDIARY (J.F. PRITCHARD).

--KAISER ENGINEERS AND CONSTRUCTORS: INTERESTED IN CONSTRUCTION
OF LNG AND OTHER PROJECTS, LAST EMBASSY CONTACT 5/11/72.
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PAGE 04 LAGOS 01239 01 OF 02 121642Z

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PAGE 01 LAGOS 01239 02 OF 02 121646Z

45
ACTION AF-18

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /032 W

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LIMITED OFFICIAL USE SECTION 2 OF 2 LAGOS 1239

--M.W. KELLOGG: REPORTED BY DEPARTMENT OF COMMERCE TO BE INTERESTED IN CAT CRACKER (PRESUMABLY FOR SECOND REFINERY), NO DIRECT EMBASSY CONTACT.

--A.D. LITTLE: WAS FMG PETROCHEMICAL CONSULTANT 1967-69, HAS DONE ENERGY STUDIES, INTERESTED IN FURTHER ADVISORY CONTACTS, LAST EMBASSY CONTACT 8/7/72.

--THE LITWIN CORPORATION: ACCORDING TO MMP, HAS EXPRESSED INTEREST IN SECOND REFINERY.

--THE LUMMUS COMPANY: WORKING WITH BERMUDIAN FIRM (MUNDOGAS) IN COMPETITION WITH CRUTCHER LPG PROJECT (Q.V.), LAST EMBASSY CONTACT 7/18/73.

--J. RAY MCDERMOTT AND CO: ALREADY OPERATES CONSTRUCTION YARD IN WARRI.

--MORRISON KNUDSEN: CONTEMPLATING PIPE-COATING FACILITY IN WARRI WHICH MAY LEAD TO OTHER CONSTRUCTION ACTIVITIES, LAST EMBASSY CONTACT 2/1/74.

--RALPH M. PARSONS: HAS ADVISED SHELL-BP AND TEXFEL (Q.V.) LNG PROPOSALS, ALSO INTERESTED IN SECOND REFINERY, LAST EMBASSY CONTACT 5/24/73.

--PROCON INCORPORATED (UOP): WAS ONE OF THREE PRINCIPAL CONTRACTORS FOR THE EXISTING REFINERY, MAINTAINS FREQUENT LIMITED OFFICIAL USE

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PAGE 02 LAGOS 01239 02 OF 02 121646Z

CONTACT WITH LNG, LPG, AND SECOND REFINERY PROJECTS, LAST EMBASSY CONTACT WITH UK REP 1/15/74.

--RAYMOND INTERNATIONAL: PURSUING LPG AND VARIOUS OTHER PROJECTS IN NIGERIA, NO DIRECT EMBASSY CONTACT.

--STONE WEBSTER: REPORTED TO HAVE INVESTIGATED VARIOUS PETROCHEMICAL PROJECTS, NO DIRECT EMBASSY CONTACT.

--UNIVERSAL OIL PROJECTS CO. (UOP): INTERESTED IN LICENSING
REFINERY AND OTHER PETROCHEMICAL PROCESSES, LAST DIRECT CONTACT
WITH EMBASSY 3/6/73, ALSO SISTER COMPANY PROCON (Q.V.).
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Message Attributes

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